

Why Choose Novell® for Linux*

Table of Contents:	2 Why Choose Novell for Linux
	2 Make the Right Choice
	4 Choose a Better Platform
	5 Gain the Technology Advantage
	7 Leverage Value-added Software
	9 Rely on a Complete Linux Ecosystem
	13 Get the Solution You Deserve



Why Choose Novell® for Linux*



“Having a major vendor like Novell supporting Linux makes a huge difference to us. It’s like buying a computer with a future built in. It puts us in a very comfortable position.”

Peter Dominguez
CEO
First Network Mortgage

As an IT executive, you might be considering a move to Linux* for any number of reasons: the lack of support for your Windows* platforms, the high price tag of new UNIX* hardware or the need to trim expensive licensing costs. Regardless, you want your systems to run on a secure, high-performance and cost-effective platform—one that gives you flexibility in deciding the future of your infrastructure. Linux is the platform you’ve been looking for.

Bringing Linux into your enterprise is a logical move. But you want to do it smoothly—without disrupting your business—and for this, vendor choice matters. With Software for the Open Enterprise™ from Novell®, you get a scalable Linux operating system—

ready for your data center, workgroups and desktops—that is tightly integrated with a robust security framework and powerful management tools. SUSE® Linux Enterprise Server 9 from Novell also features the most advanced Linux technology available and has thousands of applications certified to run on it.

What’s more, SUSE Linux Enterprise Server is backed by a global, enterprise-class Linux ecosystem that includes technical support, consulting services, training and certification, legal protection and an extensive partner network. If you are ready for a successful migration to enterprise-class Linux, there’s no better choice than Novell.

Make the Right Choice

Companies that want to remain competitive are adopting Linux to take advantage of its flexibility and cost savings. They start by implementing Linux for general infrastructure roles—such as Web serving and DNS/DHCP—and then move it into the heart of the enterprise, where it supports mission-critical applications and databases in the data center.

Why Linux? Linux is powerful, secure and reliable. As an open source technology, it provides unprecedented choice and flexibility, ensuring that you won’t face expensive vendor-driven upgrades. Linux gives you new options for lowering costs. It runs on standard hardware, works with thousands of applications and is the focus of developer efforts worldwide. The open source model, combined with open standards, makes it

easy to add new services and capabilities to existing systems—rather than tearing out these systems and replacing them.

Whether you’re contemplating an upgrade with your current vendor or a migration to a different platform, you need answers to the tough questions: How much will the migration cost? How long will it take? Will it disrupt users? Will the new platform be reliable and secure? Are support, training and consulting services available? Can these services meet the needs of a large enterprise? How long before the technology is outdated?

Fortunately, you’re not the first to face these problems: thousands of organizations—including governments, banks and manufacturers worldwide—have found successful solutions in switching to Linux.

Who's Your Vendor?

The advantages of Linux are clear, but there are many varieties—or distributions—of Linux. So how do you choose the best Linux vendor? You need to select the one that can best support you before, during and after a migration to Linux. Look for the one that meets three important criteria:

- *Delivers an enterprise-ready Linux distribution that supports the increased complexity of higher-end enterprise applications*
- *Offers Linux solutions for the entire enterprise from the desktop to the data center and can deliver value-added software that runs natively on Linux, such as directory management, patch management, resource management and identity management as well as clustering and security*
- *Provides a proven, enterprise-ready Linux ecosystem—including technical support, business and IT consulting, training and certification, partner network and legal protection—that can meet the demanding support requirements of large enterprises*

If you're ready to implement Linux across your enterprise, you need a vendor that understands your entire business—from IT architecture to the industry-specific challenges you face every day. Novell is a billion-dollar company with more than 100 offices around the world and a 20-year history of delivering enterprise-class software. Only Novell has the deep expertise you need in both technical and business issues.

SUSE Linux Enterprise Server in the Spotlight

Since acquiring open source innovator SUSE in 2003, Novell has focused extensive resources on SUSE Linux Enterprise Server 9. This high-powered distribution includes the most advanced Linux technology available today. It works with thousands of applications and is the Linux platform of choice for industry experts.

In November 2005, SUSE Linux Enterprise Server was named Best Enterprise Server Distribution at the LinuxWorld Conference & Expo in Frankfurt, Germany. With 53 percent of the vote from a 200-member international jury, SUSE Linux Enterprise Server beat Red Hat* Enterprise Linux (37 percent) and Mandriva (8 percent) to earn the sixth-annual Linux New Media award for best enterprise Linux distribution.

And it's not just the technology crowd that's excited about Linux from Novell: retailers prefer it, too. In January 2006, Novell appeared as the sole Linux distributor in a major ranking of technology suppliers for the retail sector. RIS News, a leading publication focused on retail technology, included Novell for the first time in its newly released annual Software Leaderboard. Novell scored particularly well on the quality of support and service, ease of installation and administration and maintenance. Retailers can look to Novell with confidence as they leverage open source in retail environments.

For all of these reasons—and an unmatched support ecosystem—Novell is the clear choice to help you reap the benefits of open source computing and expand your use of Linux.



“We get the same performance on our SUSE Linux servers as with our former UNIX system running on high-end hardware. Moving to less expensive hardware didn't require us to sacrifice performance or reliability, and allows us to provide more cost-effective solutions for our customers.”

Brent Biernat

*Managing Officer, Network Services
COCC*



“Security is always a compelling factor in everything we do. With Linux, a published kernel bug will get fixed in a matter of hours. In the Windows world, it takes months to get a patch.”

Steve Adams

Senior Systems Administrator
Oregon Department of
Transportation

- 1 “Linux: ‘Good Enough’ for Specific Enterprise Roles,” Gary Hein, *Application Platform Strategies, In Depth Research Overview*, Burton Group, June 7, 2004.
- 2 “Enterprise Linux: Will Adolescence Yield to Maturity?” George Weiss, *Data Center Conference, Las Vegas, Nev.*, Gartner Inc., November 30–December 2, 2004.

Choose a Better Platform

If you’re running Windows today, you’re probably aware that Microsoft discontinued routine support for Windows NT* at the end of 2004 and did the same to Windows 2000 in June of 2005. In light of well-documented security and stability issues, you can’t risk running your enterprise on either of these platforms without support. So what are your options?

UNIX users face a different challenge. If you’re running UNIX in the data center, you know that it’s very dependable—but also very expensive to upgrade. Now may be the time to free yourself from the shackles of proprietary UNIX hardware and software by moving to the open source computing model and Linux.

Why move now? To meet the increasing demand for enterprise IT services—and their corresponding hardware requirements—you would have to upgrade to more powerful servers. Rather than pouring more money into expensive, proprietary UNIX servers, you could move to the much less costly yet extremely powerful Intel and AMD* processor-based servers supported by Linux.

traditionally been relegated to high-end, proprietary UNIX hardware and software solutions, yet it delivers a 10x benefit in areas from hardware and software costs to interoperability and openness.”¹

For many Windows and UNIX users, Linux is a logical choice for the following reasons:

- *Linux offers a clear and open roadmap.*
- *Linux is reliable, secure and stable—much more so than Windows.*
- *The release of the Linux 2.6 kernel has brought enterprise-class capabilities to Linux in terms of scalability and performance, enabling Linux to take over many roles previously dominated by UNIX.*
- *Linux provides you with a wide choice of hardware vendors and Linux distributors.*
- *Linux gives you the opportunity to utilize open source software applications such as Evolution*, Firefox* and OpenOffice.org free of charge via downloads.*
- *Linux has the support of the entire open source community, which is committed to the security and viability of the platform.*
- *The number of independent hardware vendors and independent software vendors supporting Linux has grown dramatically. Hardware vendors supporting Linux include Dell, HP and IBM, and software vendors include BMC Software, IBM Software Group, McAfee, Oracle, SAP, Software AG, Symantec/Veritas and many others.*
- *Within the next four to five years, Linux will offer greater innovation and functionality than Windows operating systems and will match RISC/UNIX in terms of functionality.²*
- *The similarities between the UNIX and Linux operating environments simplify application migration and IT staff training.*

Almost 1.3 million people are developing for Linux today—a number that’s on the rise.

Whether you want to move from Windows or UNIX, Linux gives you considerable flexibility in implementing solutions that best meet your specific requirements. Best of all, you get this flexibility while dramatically lowering your costs. According to Burton Group, “Linux is ‘good enough’ for many roles that have

Gain the Technology Advantage

More and more organizations are choosing Linux.

As you research your own move to Linux—and weigh the merits of various vendors—you'll see that both Novell and Red Hat provide a high-performance, scalable operating foundation with the 2.6 Linux kernel. Why, then, do more companies prefer Novell for their Linux software? There are some key reasons:

- *Unmatched security and performance*
- *Enterprise-class reliability and scalability*
- *Quality assurance and testing*
- *Open source innovation*

Unmatched Security and Performance

No matter what platform you use, you want the strongest, most proactive security for the servers that host your mission-critical applications and data. Novell offers the highest levels of security available for Linux, protecting both the server and the applications that run on it.

SUSE Linux Enterprise Server 9 is inherently secure. In January 2005, it achieved the highest level of security and operations certification ever achieved in the Linux market—Common Criteria Evaluation Assurance Level (EAL) 4+. This certification ensures that a product complies with the strict security requirements defined by an international consortium of government and enterprise technologists. To achieve EAL 4+, a product must satisfy a high standard of security with regard to support, documentation of security

features, the mode of handling security-relevant incidents and testing procedures. Red Hat is currently about a year behind Novell on the EAL certification track.

And now, to add to its already formidable security, SUSE Linux Enterprise Server 9 SP3 includes the AppArmor application security framework. This innovative intrusion-prevention system protects your Linux operating system and applications from the effects of attacks, viruses and malicious applications.

AppArmor uses application behavior enforcement to protect the operating system and applications from both known and unknown vulnerabilities. It also includes predefined security policies for Web, e-mail, remote login and other popular applications. With Novell AppArmor, your business can minimize threats, protect corporate data, reduce network-administration costs and comply with government privacy and security regulations.

Contrary to popular belief, tight security doesn't have to mean slower performance. SUSE Linux Enterprise Server leads its competitors in the performance arena. NEC published a new record TPC-C benchmark result for Oracle* Database 10g running on Linux-based SMPs. The world-record TPC-C non-clustered Linux result of 683,575 transactions per minute (tpmC)—with a price/performance ratio of \$5.99/tpmC—was achieved on a NEC* Express5800/Xd server with 32 Intel Itanium* 2 processors at 1.5 GHz running Oracle Database 10g with SUSE Linux Enterprise Server 9.³

In November 2005, SUSE Linux Enterprise Server was named **Best Enterprise Server Distribution at the LinuxWorld Conference & Expo in Frankfurt, Germany.** With 53 percent of the vote from a 200-member international jury, SUSE Linux Enterprise Server beat Red Hat Enterprise Linux (37 percent) and Mandriva (8 percent) to earn the sixth-annual Linux New Media award for best enterprise Linux distribution.

For more information on SUSE Linux Enterprise Server, visit: www.novell.com/products/linuxenterpriseserver

³ "NEC Solutions America Announces New TPC-C Benchmark Results on Intel® Itanium® 2-based Server," press release published online at http://www.necus.com/companies/20/NECSAM_TPC_Benchmark_Results.pdf, June 29, 2004.



“Novell’s SUSE Linux Enterprise 9 is a game changer ... With SUSE Linux Enterprise Server 9, Novell and its partners are fostering the ecosystem necessary to revolutionize enterprise computing—the scaling, performance and maturity of the Linux 2.6 kernel combined with Novell engineering, value-added software from leading ISVs and a top-notch support and services infrastructure.”

Alex Vasilevsky
Chief Scientist and Co-founder
Virtual Iron

Enterprise-class Reliability and Scalability

You want an operating system that you don’t have to repeatedly reboot and one that will match your company’s growth, however rapidly it occurs. SUSE Linux Enterprise Server delivers the robust enterprise-class reliability and scalability you need. It offers maximum uptime with support for multiple clustering technologies, including high-availability clustering, a parallel cluster file system, high-performance computational clusters and load-balancing clusters. It also features unique AutoBuild technology, which produces a hardened Linux kernel that scales to meet the broadest requirements. Because of these features, all products based on SUSE Linux Enterprise Server are uniformly quality assured.

This unified code base provides you with the flexibility and cost savings that come from a common operating system, consistent management tools and the ability to install software updates across all Linux deployments. With AutoBuild and a common code base, all products based on SUSE Linux Enterprise Server benefit from bug fixes and performance enhancements, regardless of their platform.

Quality Assurance

You want a Linux vendor whose products can handle the demands of your business. Novell has decades of experience in delivering high-quality enterprise-class software to large organizations. Novell ensures product

quality with a rigorous five-point testing program that incorporates the testing requirements of other top vendors, including HP, IBM and SAP. Testing phases are designed with business requirements in mind and include thousands of independent stress, quality and security test suites such as the Linux Test Project Database Open Test Suite, OSDL Database Test Suite, Java* Grand Forum Benchmark Suite and others.

Open Source Innovation

Open source technologies—including Linux—are constantly evolving. You want to work with a Linux vendor who will be ahead of the curve when it comes to open source innovation. Novell is a major contributor to key open source projects, including the Linux kernel, the Reiser file system, YaST, Mono®, the GNOME* and KDE desktops, Evolution, Mozilla*, OpenOffice.org and Samba.

The acquisitions of SUSE, Ximian and Immunix have given Novell some of the industry’s most talented open source engineers. Much of their work goes back into the open source community through the openSUSE™ project. Sponsored by Novell, the openSUSE project is a worldwide community program that promotes the use of Linux everywhere. Anyone can enjoy free and easy access to the world’s most usable Linux distribution, SUSE Linux. Since the openSUSE project launched in August 2005, growth has been phenomenal. There are currently more than 7,000 verifiable installations of SUSE Linux every day, an average of one installation every 12 seconds.

Leverage Value-added Software

Companies that choose a basic Linux operating system typically have to find, download and integrate dozens of additional programs to get the enterprise functionality they want. Companies that choose SUSE Linux Enterprise Server get the whole package. Novell is the only company that offers you a full-stack Linux solution, providing superior, integrated value-added software in three critical areas:

- *Simplified system administration*
- *Advanced networking services*
- *Security and identity management*

Simplified System Administration

IT professionals know that the cost of managing a system can far exceed the cost of the initial deployment. This is not the case with SUSE Linux Enterprise Server. Only Novell offers comprehensive Linux-management solutions, integrating unique tools that drive down your cost to deploy, update and manage Linux throughout the lifecycle.

First, SUSE Linux Enterprise Server 9 includes YaST, a single centralized tool that makes Linux administration easy. YaST simplifies installation and configuration of the operating system, network services, storage, clusters and applications, and allows “no touch” deployment of Linux across the infrastructure. YaST also has built-in functionality that permits remote administration through a Web browser, allowing your IT administrators to maintain SUSE Linux Enterprise Server from anywhere. Red Hat, on the other hand, requires the use of several separate tools to match the extensive functionality of YaST and only offers limited, third-party Web administration software.

As you expand your use of Linux software in the enterprise, you may be wondering how you’ll keep it up to date. Through Novell ZENworks® Linux Management, you can centrally update and manage all of the Linux servers in your environment—both Red Hat servers and systems based on SUSE Linux.

This powerful and secure Linux-management solution delivers automated and intelligent Linux package dependency analysis, conflict resolution, granular control and scheduling features to ensure smooth software installations. You benefit from reduced overhead and the lower cost of managing Linux software package updates. ZENworks Linux Management delivers significant advantages over Red Hat Network (Red Hat’s Linux management offering):

- **Easier and faster installation.** *Enterprises can install ZENworks in 30 minutes or less and bring machines under management in less than a minute.*
- **Broader Linux support.** *ZENworks Linux Management supports both SUSE Linux Enterprise Server and Red Hat Linux distributions, whereas Red Hat Network supports only Red Hat Linux. As a result, Novell customers can deploy mixed Linux environments, giving them the flexibility to choose specific Linux distributions for specific tasks.*

Only Novell offers comprehensive Linux-management solutions, integrating unique tools that drive down your cost to deploy, update and manage Linux throughout the lifecycle.



“We don’t have ‘official’ training programs for SUSE. We simply haven’t needed one. The evolution of SUSE and YaST almost eliminated the need for training of our IT staff. If we bring in UNIX administrators, they can find what they need in YaST and we don’t need to retrain them.”

Jon Fullmer

Lead Network Engineer
Overstock.com

For more information on Novell ZENworks Linux Management, visit: www.novell.com/products/zenworks/linuxmanagement/index.html

The combination of SUSE Linux Enterprise Server 9 and ZENworks Linux Management gives you the most manageable Linux solution on the market.

For more information on Novell security and identity management solutions: www.novell.com/solutions/securityandidentity/

For more information on the openSUSE.org project, visit: www.opensuse.org

- **Lower cost.** *Both ZENworks Linux Management and Red Hat Network are available via subscriptions, but the pricing is vastly different between the two vendors. Based on published MSRP and announced discounts, an annual ZENworks Linux Management license for 1,000 systems costs about 45 percent less than a comparable subscription to Red Hat Network.*

The combination of SUSE Linux Enterprise Server 9 and ZENworks Linux Management gives you the most manageable Linux solution on the market.

Advanced Networking Services

A move to Linux doesn't require you to sacrifice functionality. The groundbreaking Novell Open Enterprise Server brings legendary Novell networking services to the SUSE Linux kernel. These integrated services include file management (Novell iFolder®), print management (Novell iPrint), identity management (Novell Security and Identity solution), personal productivity (Novell Virtual Office), team collaboration (Novell Virtual Team) and directory (Novell eDirectory™), as well as clustering and business-continuance services.

The combination of SUSE Linux Enterprise Server 9 and Open Enterprise Server gives you a solid foundation for a complete server-to-desktop Linux environment—an attractive alternative to Microsoft* technologies. You can run the same platform for end-user clients, e-mail, file and print servers and mission-critical applications in the data center. Red Hat does not offer an enterprise-class networking product.

In the spirit of good partnership, Novell has released many of its network services, such as Novell iFolder and the Evolution Exchange connector, to the open source community. These services have become standards for their respective areas of functionality. (Interestingly, Red Hat has announced its intention to include the Evolution Exchange connector in a future release of its Linux platform.)

Security and Identity Management

As you move to Linux, your employees, customers and partners will need secure access to systems and data stored across your network. Obviously, not all of your servers will be on Linux. You'll have data and applications on Linux, NetWare®, Windows and UNIX, and your users will need to securely access all those platforms. You can grant internal and external users secure access to IT resources—according to their business relationships and roles—through a robust security and identity management solution. Novell is the only Linux vendor with an array of cross-platform security and identity management solutions that enable you to:

- *Gain control of identity*
- *Automatically provision new users with access to business resources based on their roles*
- *Automatically modify or rescind access the moment a user's role changes or ends*
- *Implement secure password management to mitigate security risks, minimize associated costs and improve the user experience*
- *Provide secure, remote access from any location to company resources*
- *Maintain an audit trail that demonstrates compliance with internal business policies and external regulations*

With Novell security and identity management solutions, you can safeguard your systems and swiftly deliver the right resources to the right people—wherever they are working—every time.

Rely on a Complete Linux Ecosystem

Linux gives you the technology advantage, but you want more than that—you want the business advantage. You want a Linux vendor that goes beyond 24x7x365 support to offer you an entire ecosystem of services focused on your success. Novell is the only vendor that provides all of these services today, giving you the edge over competitors and the key to improving your bottom line. With options for businesses of all sizes, this comprehensive set of Linux-focused guarantees and programs enables you to deploy Linux successfully and with confidence:

- *Technical services and support*
- *Business and IT consulting*
- *Training and certification*
- *An extensive partner network*
- *Certified hardware and software*
- *Legal protection*

Technical Services and Support

Downtime is not an option for today's global businesses. When it comes to technical support for your enterprise, you want a partner you can count on. Novell support is unmatched in the industry. A recent VARBusiness report card ranked Novell number-one in server operating system support, and Novell was the only Linux vendor that achieved certification in the prestigious Support Center Practices (SCP) Certification program. By choosing Novell, you get the widest array of customizable support options for Linux:

- **Dedicated expertise.** *Rely on 20 years of Novell experience in supporting complex, multi-vendor environments for global enterprise customers. 80 percent of the Fortune 500 are Novell customers.*
- **Responsive service.** *Receive priority access—24x7x365—to 700 Novell support technicians and 10 global support centers.*

Nearly 70 percent of the support staff is located in major cities to provide swift, unmatched service. Novell has more Linux support personnel than Red Hat has employees.

- **Comprehensive support.** *Count on Novell to support more than individual products. Novell supports the whole open enterprise—including the kernel, server, desktop, data center and applications. Novell is the only vendor to provide this full-stack support for Linux.*
- **Flexible options.** *Choose the support package and level of service that fit your needs. Now, there's an option that bundles SUSE Linux Enterprise Server with support, giving you top software and complete coverage in one convenient package.*
- **Personalized attention.** *Expect and receive the full attention of Novell Support personnel. You can even arrange to have a Dedicated Support Engineer work onsite at your organization.*
- **Solid partnerships.** *Contact support engineers who are skilled and certified in a variety of technologies. Not only can you call Novell for technical support on Novell products, but Novell has also signed support agreements with many leading software vendors, including JBoss, MySQL, PolyServe and others to be announced in the near future. You can get all the support that you need with just one phone call, and we'll have the expertise to help you figure out how the application and operating systems work together.*
- **Convenient IHV support.** *Take advantage of Novell reciprocal support agreements with trusted hardware vendors, including Dell, HP and IBM. These companies have bundled SUSE Linux Enterprise Server on many of their machines. When it comes to support, you can purchase it directly from Novell or you can purchase it directly from the IHV—whatever works best for you.*



“The licensing costs alone for Red Hat were simply prohibitive. With SUSE Linux, we get quality updates and we know that Novell support is just a phone call away.”

Jason Macer
Chairman and CEO
OSI Hosting

For more information on Novell Technical Services and support offerings, visit: www.novell.com/services/global_support.html



“[Novell Partner] Systems Solutions database specialists did an outstanding job in re-engineering a legacy database system and deploying a Web-based DB2 Express application to manage our internal records. Now we can access our database from anywhere using a Web browser.”

Peter Dominguez

CEO

First Network Mortgage

For more information on Novell Consulting Services, visit: www.novell.com/consulting

For more information on Novell Training and Certification programs for Linux, visit: www.novell.com/services/training.html

Novell support options can be tailored to your company's specific needs. You can access self-support resources, open occasional support incidents, select varying amounts of support coverage (12x5, 24x7 or weekends), contract for on-site support or even have Novell monitor and manage your systems remotely. Novell support personnel have expertise in a broad range of operating systems—including both SUSE Linux and Red Hat Linux—as well as Windows, UNIX and NetWare. As a result, Novell is in the best position to support enterprises that are moving to Linux but still have to deal with multiple infrastructure technologies.

Whether you want support over the phone, online or onsite, Novell delivers world-class enterprise service—with options. You can choose the solution that works best for your organization and rest assured that you're getting full value from your support relationship.

Business and IT Consulting

Today's enterprises want fast deployments, low risk and maximum return on investment. Experienced Novell consultants are available to assist with any aspect of your Linux deployment. They specialize in solutions for the open enterprise, combining deep technical proficiency with business savvy, best practices, methodologies and tools to help you create innovative solutions for your business challenges.

Novell Consulting® Services can design a consulting engagement customized to the needs of your enterprise. Novell offers a variety of services ranging from one-day Discovery workshops to strategy projects and solution implementations. All engage-

ments employ consistent, well-defined methodologies based on best practices. Novell consultants have a proven track record in completing projects within scope and on time. They plan and implement projects in phases, specifying clearly defined deliverables, immediate and measurable ROI targets, and follow-up training and technical support options. As a result, you can choose to take over the project at any phase and proceed independently and with confidence, guided by a solid, business-oriented plan.

If you're ready to begin the move to Linux, Novell Consulting Services can work with you to generate a Linux Readiness Assessment. This document is the first step in a consulting-assisted migration, and it's also a helpful resource for companies that plan to migrate without assistance. The Linux Readiness Assessment outlines your objectives for migrating to Linux and develops a plan to get you there. It also evaluates your current environment and defines potential Linux initiatives.

Finally, the assessment makes specific recommendations, describing deliverables and providing a deployment roadmap. Whether you want to work directly with Novell consultants or leverage their Linux expertise on your own, the Linux Readiness Assessment provides a detailed, accurate look at the process of integrating Linux in your environment.

Novell consultants have the expertise necessary to manage a broad range of business and technology issues inside your organization. Conversely, Red Hat's consulting organization is composed primarily of engineers whose expertise is only in Linux technical issues.

Training and Certification

As your business integrates Linux technologies, you'll want your in-house personnel trained and ready to deal with support issues. They must be able to meet the most aggressive demands on the business network. They must also be qualified to implement new technologies, complete high-profile business initiatives, troubleshoot emerging problems and safeguard all business information within the environment.

Novell Training Services offers a wide array of certification and training opportunities that provide your support engineers with the knowledge and skills they need to be effective in your unique network environment. In fact, Novell Training Services and Novell Authorized Training Partners offer the only end-to-end Linux curriculum portfolio that spans the Linux kernel, including the value-added applications running on Linux.

Novell offers certification for Linux at both the administrative and engineer levels. While coursework is not required for certification, it is highly recommended. Novell offers courses on many legacy Novell products as well as SUSE Linux and open source technologies. Depending on the course content, there are numerous training options:

- *Instructor-led training*
- *Advanced Technical Training*
- *Online training*
- *Self-study training*
- *Custom training*

To achieve Linux certification, support personnel are required to pass the Novell Practicum, a scenario-based exam that simulates real-life network situations. In addition to testing knowledge, the Novell Practicum evaluates how support personnel apply their skills and

A move to Linux opens new doors. By choosing Novell as your Linux vendor, you immediately gain access to nearly 4,500 Novell partners.

knowledge to the potential job role. Through live, hands-on certification testing, the Novell Practicum not only determines if they know what to do but whether they can actually do it.

Extensive Partner Network

A move to Linux opens new doors. By choosing Novell as your Linux vendor, you immediately gain access to nearly 4,500 Novell partners. The Novell PartnerNet[™] program includes a vast array of solution providers, technology partners and training partners. This extensive network ensures that you can get qualified local sales and service support on industry-specific solutions whenever you need it.

Strategic Novell partners include leading IHVs such as Dell, HP, IBM and Fujitsu Siemens Corporation. They routinely test and certify hardware compatibility and, in some cases, bundle SUSE Linux Enterprise Server with their products.

Other key Novell partners include popular database providers: Oracle, IBM DB2 and MySQL. Novell also partners with major independent software vendors (ISVs) such as BEA, BMC Software, IBM Software Group, JBoss, Oracle, SAP, Software AG, Symantec/Veritas and many others. In addition, hundreds of software and hardware companies have joined the Novell Technology Partner Program to access Novell tools and resources that will expand their capabilities with SUSE Linux Enterprise Server.

For more information on Novell Linux partnership opportunities, visit: www.novell.com/linux/partners.html

For more information on the Novell Linux Indemnification Program, visit: www.novell.com/licensing/indemnity

For your convenience, Novell occasionally packages partner products with key Novell offerings. JBoss*, the leading open source application server, is included—free of charge—with all SUSE Linux Enterprise Server 9 distributions.

Certified Hardware and Software

Your key partners are likely already certified on SUSE Linux Enterprise Server. Companies and individuals who build on open source technologies have produced thousands of products that are natively compatible with SUSE Linux solutions. In fact, nearly 1,500 such products are currently available from Novell partners, and more than 650 of these are YES CERTIFIED™. Products displaying the YES mark have met stringent certification requirements and demonstrate the highest level of compatibility with Novell products. Whether you're in the market for specific hardware or software, or you prefer an architecture- or industry-based solution, there are certified Novell partner products to meet your needs.

Novell also makes it easier for organizations to bring Linux to complex data center environments. SUSE Linux Enterprise Server supports the latest virtualization technologies. With these, you can aggregate all of your computing resources (CPU, memory, storage, and networking) and then allocate them based on demand. In the data center, virtualization can improve server utilization from 20 to 80 percent and help you rapidly reallocate resources to meet business needs.

Novell is also working with leading hardware and software vendors to deliver certified multi-application, integrated application and platform stacks on Linux. With fully tested and integrated configurations, these solutions address a wide range of enterprise business problems: security, high availability, virtualization, systems management and monitoring, and application hosting. When you acquire a stack through this program—typically directly from an IHV or an ISV—you'll have a reliable roadmap for quickly and smoothly deploying a large-scale Linux-based environment.

Legal Protection

As enterprises consider making strategic investments in Linux, they face the question of copyright safety. Organizations need to know that they are legally protected by their vendor. Novell is the only Linux distribution vendor to offer legal indemnification against copyright-infringement claims.

The Novell Linux Indemnification Program minimizes risk by protecting your organization if a third party files a copyright-infringement claim against it. This unique program provides far more legal coverage than the basic warranty-like protection offered by Red Hat in that Novell actually defends its customers against copyright-infringement litigation. The Novell Linux Indemnification Program adds assurance that your Linux deployment will not be interrupted and that Novell will cover all legal expenses resulting from copyright claims against SUSE Linux Enterprise Server.

Get the Solution You Deserve

Linux is about more than an operating system. It's about the entire open enterprise. It's about applications and databases that run on Linux. It's about technical support. It's about training. And most importantly, it's about you—how will Linux help you run your business better? Not all Linux distributions are created equally.

When you choose SUSE Linux Enterprise Server 9 from Novell, you get the best-engineered Linux from a vendor that delivers the global ecosystem to surround it. When you choose Novell, you get:

- *The most robust, scalable and powerful Linux platform on the market*
- *Technical support available 24x7x365 from more than 700 support technicians*
- *A consulting organization to support you from design through implementation*
- *Training to bring your IT staff up to speed on the latest technologies*

- *Indemnification to protect you financially from any potential risk that comes with implementing Linux*
- *Thousands of partners who deliver the hardware and software solutions that fit seamlessly into your existing environment*
- *Value-added software that simplifies deployment and management of your Linux infrastructure*
- *A broad selection of open-source and closed-source software optimized to run on a Linux platform*

When it comes to Linux, you deserve the best: enterprise-caliber software, superior support and a broad selection of services. You deserve expertise and solutions that help you build, secure, manage and connect your open enterprise, freeing you to focus on business strengths. Above all, you deserve a vendor who will exceed your expectations and be your partner every step of the way. Get the Linux solutions you deserve—choose Novell today.

www.novell.com



Contact your local Novell
Solutions Provider, or call
Novell at:

1 888 321 4272 U.S./Canada
1 801 861 4272 Worldwide
1 801 861 8473 Facsimile

Novell, Inc.
404 Wyman Street
Waltham, MA 02451 USA

482-000994-004 | 01/06 | © 2006 Novell, Inc. All rights reserved. Novell, the Novell logo, the N logo, NetWare, Mono, Novell iFolder, SUSE and ZENworks are registered trademarks; Novell Consulting and PartnerNet are registered service marks; and eDirectory, Evolution, openSUSE, Software for the Open Enterprise and YES CERTIFIED are trademarks of Novell, Inc. in the United States and other countries.

*Linux is a registered trademark of Linus Torvalds. All other third-party trademarks are the property of their respective owners.

Novell.